Message Text

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E. O. 11652: N/A TAGS: EEWT, UR, US

INFO USDOC WASHDC

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SUBJ: SOVIET ENTERPRISE MAKES DIRECT APPROACH TO COMMERCIAL

OFFICE

USDOC FOR BEWT/HEISS

- 1. COMMERCIAL OFFICE HAS RECEIVED LETTER FROM SOVIET ENTERPRISE, THE RIGA RAILROAD CAR MANUFACTURING PLANT (BUILDERS OF SELF-PROPELLED INTERURBAN RAIL CARS), REQUESTING ASSISTANCE IN ESTABLISHING CONTACTS WITH A U.S. COMPANY, W.H. MINER OF CHICAGO, PRODUCER OF SPECIAL PARTS FOR COUPLINGS USED ON RAILROAD CARS.
- 2. IN EMBASSY'S EXPERIENCE, THIS IS HIGHLY UNUSUAL STEP BY SOVIET PRODUCTION ENTERPRISE, WHICH MIGHT ORDINARILY BE EXPECTED TO CHANNEL SUCH REQUESTS THROUGH BRANCH MINISTRY IN MOSCOW OR THROUGH MINISTRY OF FOREIGN TRADE. COMMERCIAL OFFICE HAS PASSED REQUEST ON TO MINER AND OFFERED ASSIST RIGA ENTERPRISE IN THIS AND OTHER CONTACTS INVOLVING U.S. COMPANIES.
- 3. COMMERCIAL OFFICE UNDERSTANDS FROM LOCAL PULLMAN COMPANY OFFICE THAT SOVIETS HAVE BEEN ATTEMPTING, THUS FAR WITHOUT SUCCESS, TO ESTABLISH COMMERCIAL CONTACTS WITH W.H. MINER, WHICH HAS DECLINED TO BECOME INVOLVED UNTIL SOVIETS APPROVE ITS APPLICATION FOR PATENT COVERING ITS BASIC PRODUCT. IT MAY BE THAT SOVIETS DECIDED THAT MINER MIGHT BE MORE LIKELY TO LIMITED OFFICIAL USE

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ACCEPT THEIR PROPOSALS IF U.S. GOVERNMENT BECAME INVOLVED

THROUGH COMMERCIAL OFFICE, THUS EXPLAINING HIGHLY UNUSUAL APPROACH BY RIGA ENTERPRISE. ON OTHER HAND, APPROACH BY RIGA ENTERPRISE MIGHT BE HINT OF SHIFT TOWARD GREATER ROLE BY SOVIET ENTERPRISES IN FOREIGN RELATIONS, A MOVE WHICH WOULD BE VERY MUCH IN INTERESTS OF U.S. BUSINESS. STOESSEL

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